

THE 1982 SURVEY OF DENTAL PRACTICE

AMERICAN DENTAL ASSOCIATION

211 E. Chicago Avenue

Chicago, Illinois 60611

BUREAU OF ECONOMIC & BEHAVIORAL RESEARCH

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1982 Survey of Dental Practice

Introduction and Methodology

The 1982 Survey of Dental Practice is a continuation of the series of surveys that have been conducted every two or three years since the early 1950's by the American Dental Association's Bureau of Economic and Behavioral Research. The purpose of the survey is to provide reliable information on characteristics of the private practice of dentistry in the United States.

For the first time, the 1982 survey consisted of two separate but similar survey instruments that were mailed to two different samples of United States private practitioners. The new short-form was a condensed version of the longer survey and consisted of several questions dealing with characteristics frequently asked of the Bureau. The questions included visits to the dentist, hours and weeks worked in private practice, net income from private practice, occupational status, employment status in the practice, practice personnel mix, expenses, auxiliary employment and wages and other selected characteristics. The purpose of this abbreviated survey was to examine the time necessary to collect such information and assess the feasibility of conducting the short-form survey on an annual basis. Responses to corresponding questions from the short- and long-form survey were combined to improve reliability after statistical tests of homogeneity (Chi-square) and means difference tests were conducted.

The sampling technique used for the 1982 Survey of Dental Practice was developed by the Bureau of Economic and Behavioral Research for general surveys limited to dentists who are in private practice. Samples are drawn to permit reasonable extrapolation to the total U. S. dental profession in private practice and limited subgroups within this population. The sampling scheme selected is a stratified systematic sample. The population from which this sample was drawn is defined as "...all dentists, including specialists, who are listed in the 1982 registry of the American Dental Association as actively in private practice."

The ADA registry includes both members of the American Dental Association and non-members. Records of dentists were obtained from the 1979 Distribution of Dentists (DOD) data tape updated with 1979 and 1980 dental school graduates. Using the most current addresses (updated in April, 1982), a sample was selected from a population of 121,868 dentists who treated patients at least part-time. Any dentist who failed to respond to the occupation status question (DOD) was also included in order to generate the systematic stratification of the population. The dentists' names were ordered first by type of practice, then by region and state within each practice type and, lastly, by year of graduation from dental school by state within each region.

The distributions of dentists in the population and dentists responding to the survey are shown in Table 1 by type of practice, region in the U.S., and by year of graduation from dental school.

Table 1

Distribution of Dentists in the Population
and Respondents by Type of Practice, U.S. Region
and Year of Graduation, 1982

Type of Practice	Population		Respondents			
	%	n	Long-Form		Short-Form	
General Practice	85.0	98,913	86.4	1,969	87.8	1,793
Specialists						
Oral and Maxillo-facial Surgery	2.9	3,419	3.2	73	2.2	45
Endodontics	0.9	1,007	0.8	19	1.2	24
Orthodontics	5.1	5,871	5.4	122	4.1	84
Pedodontics	1.5	1,722	1.8	41	1.9	39
Periodontics	1.6	1,847	1.4	32	1.7	35
Prosthodontics	0.5	562	0.6	13	0.7	15
Oral Pathology	0.0	23	0.0	1	0.0	0
Other	2.5	2,844	0.4	9	0.4	8
TOTAL	100.0	116,208	100.0	2,279	100.0	2,043
U.S. Region						
New England	6.5	7,604	6.9	156	6.0	122
Middle Atlantic	19.8	23,018	17.9	407	17.9	366
South Atlantic	13.5	15,731	14.2	324	13.4	273
East South Central	4.8	5,616	4.7	106	4.6	94
East North Central	18.0	20,948	18.5	422	17.6	360
West North Central	7.3	8,524	7.9	180	8.3	170
West South Central	8.2	9,486	8.4	192	8.9	181
Mountain	5.2	6,028	4.0	90	5.6	114
Pacific	16.6	19,234	17.6	402	17.7	362
Missing	0.0	18	0.0	0	0.0	1
TOTAL	100.0	116,208	100.0	2,279	100.0	2,043
Year of Graduation						
Before 1940	5.1	5,968	6.7	154	9.5	197
1940 - 1944	5.1	5,920	6.3	146	5.7	118
1945 - 1949	5.7	6,643	7.0	161	5.8	120
1950 - 1954	9.4	10,916	11.3	260	10.2	210
1955 - 1959	10.9	12,706	11.4	263	10.6	220
1960 - 1964	12.0	13,875	12.0	277	10.8	247
1965 - 1969	12.8	14,826	10.9	251	11.9	318
1970 - 1974	15.4	17,834	14.3	330	15.4	354
1975 - 1979	17.4	20,185	17.1	395	17.1	354
1980 - 1981	6.2	7,191	2.9	67	3.0	62
Missing	0.0	144				
TOTAL	100.0	116,208	100.0	2,304	100.0	2,069

Source: 1982 Survey of Dental Practice.

Background data for each member of the sample, based on ADA distribution and membership records, were transferred to magnetic tape. This information served as the primary source of selected demographic variables relevant to the study.

Background information includes the following for each dentist:

- . type of practice (general practitioner, endodontists, pedodontics, etc.)
- . geographic region
- . zip code
- . state
- . dental school attended
- . year of graduation from dental school
- . member or non-member status in the American Dental Association
- . year of birth
- . sex
- . primary and secondary occupation

The short-form survey was initially mailed in May, 1982 to a stratified random sample of private practitioners representing about 4% of the nation's private practitioners. Two mail follow-ups with non-respondents were completed before the end of 1982. Approximately 54.2% of the sample dentists responded to the short-form survey.

In June, 1982 the traditional version of the survey was sent to a stratified random sample of approximately 4.5% of the nation's private practitioners. This long-form contained the same questions included on the short-form survey but also questions about time spent by the dentists in providing various dental services, number of new patients and new patient referrals, dental fees charged, utilization of computers, expenditures for dental equipment and supplies, advertising expenses and methods of advertising, changes in dental practice assets and liabilities, and other dentists or dental practice characteristics. Two mail follow-ups and a personal telephone interview follow-up were conducted with nonrespondents. Approximately 55.0% of the sampled dentists responded to the long-form version.

Table 2 contains the number and percent of sampled dentists by response and nonresponse categories. The second set of nonrespondents to the survey involved dentists who were included in the sample but theoretically should not have been and therefore, should not have received a survey. The major source of this error is the lag in updating dentists records. The sample of dentists was selected at a point in time and thus the records may not show information such as recent change of address, return to graduate school, death, retirement or departure from the private practice of dentistry. Approximately 26.4% of the sampled dentists were included in this category of nonresponse for the long-form and 16.3 for the short-form.

Table 2

Number and Percentage Distribution of
Sampled Dentists by Response Categories, 1982

Response Status	Long Form			Short Form		
	sample size	unadjusted sample size %	adjusted sample size %	n	unadjusted sample size %	adjusted sample size %
Respondents	2,378	40.5	55.0	2,124	45.4	54.2
Nonrespondents:						
Refusals	530	9.0	12.2	51	1.1	1.3
No response at all	1,416	24.1	32.8	1,742	37.2	44.5
Subtotal	1,946	33.1	45.0	1,793	38.3	45.8
Nonrespondents:						
Address unknown	606	10.3	-	383	8.2	-
Deceased	39	0.7	-	11	0.2	-
Retired/Disabled/No longer in Private Practice	645	11.0	-	260	5.6	-
Other	264	4.5	-	111	2.4	-
Subtotal	1,554	26.5	-	765	16.4	-
Sample Size:	5,878	100.0	100.0	4,682	100.0	100.0

Source: 1982 Survey of Dental Practice.

Solo and Independent Dentists

This report contains, where applicable combined statistics from the two surveys. Statistics that were combined include dentists income and expenses, auxiliary personnel, number of patients and patient visits and characteristics of the work week and work year. The data were obtained from private practitioners' (who were in practice prior to 1981) records regarding annual income, taxes and overhead costs for the calendar year 1981. The statistics presented in this report are often described according to geographic region and usually by type of practice (see Table 3), general practitioners or specialists.¹

This report consists of two major sections and contains statistics for: (1) solo dentists and (2) independent private practitioners. The solo dental practice is the most frequently reported size of the private practice. Almost 75% of the nation's private practicing dentists were working in a practice with no other dentists while 16% were working with one other dentist and 9% were working with more than one other dentist. Most of the respondents who work in private practice do so as a primary dental occupation (97.2%) and the predominant form of employment in private practice

¹The 1982 Survey of Dental Practice included a sample of specialists as a group but did not sample individual specialties. Thus, this report does not contain statistics for individual specialties.

continues to be on the basis of ownership in a dental practice. An independent dentist in this report is defined as one who is an owner, full or in part, of a private practice. This includes dentists who are sole proprietors of their practices, dentists practicing in an incorporated practice as a shareholder, or in traditional partnerships. The majority (93.2%) of all dentists are independent dentists.

Only 6.1% of private practicing dentists work in both a primary and secondary private practice and 2.8% practice in a private office only on a secondary occupation basis. Over 64% of the latter group has a primary dental occupation as a faculty member in one of the nation's dental schools, a hospital staff dentist or is attending post-graduate dental education.

Table 3

Percentage Distribution of All, Independent
and Solo Private Practicing Dentists in
the Sample by Type of Practice, 1982

Type of Practice	All Dentists %	All Independent Dentists %	All Solo Dentists %
General Practice	87.0	86.4	87.4
Specialists			
Oral and Maxillo- facial Surgery	2.7	2.9	2.4
Endodontics	1.0	1.0	0.7
Orthodontics	4.8	5.1	5.2
Pedodontics	1.9	2.0	1.9
Periodontics	1.6	1.5	1.5
Prosthodontics	0.7	0.6	0.5
Oral Pathology	0.0	0.0	0.0
TOTAL	100.0	100.0	100.0

Source: 1982 Survey of Dental Practice.

THE SOLO DENTIST

Statistics from the 1982 Survey of Dental Practice pertaining to solo dentists are contained in tables on pages 15 - 37. The employment status of solo dentists (i.e., whether or not they are owners in a practice) when they first began in their current practice is shown in Table 4 while current employment status is shown in Table 5. Note that solo dentists must be owners of a practice, either a sole proprietor or the shareholder in an incorporated practice as shown in Table 5. The time spent by solo dentists in private practice is shown in Tables 6 - 8. The mean hours spent by dentists in the practice and at selected activities are shown in Table 6 on a weekly basis and in Table 7 for annual estimates. Table 8 contains the mean percent of patient treatment time spent by solo dentists in conducting selected dental procedures.

Patient visits, types of patient visits, appointments and number of patients treated annually by solo dentists are shown in Tables 9 - 11. The average number of appointments and patient visits to solo dentists not including those primarily for hygienist visits are shown in Table 9 while the estimates in Table 10 include visits and appointments primarily to hygienists. Estimates of the mean and median number of patients treated at least one time during 1981 are shown in Table 11. Note the relatively large difference between the mean and median number of patients treated in Table 11.

Statistics on the employment of dental practice personnel (excluding dentists) are shown in Table 12 - 16. Table 12 includes employment of personnel including dental hygienists, dental

assistants, dental laboratory technicians, and other staff by solo dentists. Weekly salary and hourly wage data for practice staff by region of the nation are shown in Tables 13 - 16. Table 17 contains the average number of dental hygienist appointments and patient visits per week.

Characteristics of selected equipment/facilities utilization and ownership are shown in Tables 18 and 19. The average number of new patients treated per week among solo dentists is contained in Table 20 while the primary sources of new patients are shown in Table 21. Office waiting and appointment time averages are shown in Table 22 for patients of record and new patients. "Perceived" busyness of dentists are contained in Table 23.

Financial conditions of solo practitioners are shown in Tables 24 - 29 including net income (from primary practice, private practice and all dental sources), expenses, gross income, sources of payment of gross income and facilities/equipment expenditures.

Table 4

Number^a and Percentage Distribution of Solo
Dentists by Initial Employment Status, 1981

Initial Employment Status	All Solo Dentists		Solo General Practitioners		Solo Specialists	
	%	n	%	n	%	n
Sole Proprietor	88.5	2,513	89.7	2,235	80.1	278
Partner	2.0	56	1.8	46	2.9	10
Shareholder	4.4	126	3.3	82	12.7	44
Employed (in an incorporated practice)	0.6	18	0.6	14	1.2	4
Employed (in an unincorporated practice)	4.5	127	4.7	116	3.2	11
TOTAL	100.0	2,840	100.0	2,493	100.0	347

^aIn the tables contained in this report, the letter "n" denotes the number of survey respondents unless otherwise noted.

Source: 1982 Survey of Dental Practice.

Table 5

Number and Percentage Distribution of Solo Dentists
by Current Employment Status, 1981

Current Employment Status	All Solo Dentists		Solo General Practitioners		Solo Specialists	
	%	n	%	n	%	n
Sole Proprietor	75.9	2,173	79.2	1,993	51.7	180
Shareholder	24.1	690	20.8	522	48.3	168
TOTAL	100.0	2,863	100.0	2,515	100.0	348

Source: 1982 Survey of Dental Practice.

Table 6

Mean Hours Per Week Solo Dentists Spent in
the Practice and at Selected Activities, 1981

Practice Activities	All Solo Dentists		Solo General Practitioners		Solo Specialists	
	Mean	n	Mean	n	Mean	n
Hours Per Week						
Number of Hours Per Week Spent On:						
Treating Patients	32.0	2,814	32.1	2,470	31.3	344
Laboratory Procedures	2.3	1,436	2.5	1,243	1.3	193
Filing Prepayment Forms	0.9	1,426	0.9	1,232	0.6	194
Bookkeeping	0.9	1,420	1.0	1,226	1.0	194
Professional Reading	2.1	1,438	2.1	1,244	2.4	194
Personal Time	3.7	1,427	3.6	1,233	4.1	194
Other Activities	1.1	1,395	0.9	1,203	1.9	192
TOTAL	42.8	1,384	42.9	1,195	42.4	189

Sources: 1982 Survey of Dental Practice.

Table 7

Mean Hours Per Year² Solo Dentists Spent in
the Practice and at Selected Activities, 1981

Practice Activities	All Solo Dentists		Solo General Practitioners		Solo Specialists	
	Mean	n	Mean	n	Mean	n
Hours Per Year						
Number of Hours Per Week Spent On:						
Treating Patients	1,532.7	2,764	1,540.4	2,425	1,478.1	339
Laboratory Procedures	110.6	1,395	118.4	1,204	61.6	191
Filing Prepayment Forms	41.3	1,385	43.4	1,193	28.2	192
Bookkeeping	45.9	1,379	45.6	1,187	47.7	192
Professional Reading	102.0	1,397	100.8	1,205	109.8	192
Personal Time	176.2	1,387	173.1	1,195	195.4	192
Other Activities	51.5	1,356	45.2	1,166	90.1	190
TOTAL	2,051.3	1,346	2,057.9	1,159	2,010.3	187

²Hours per year computed as average hours per week multiplied by weeks worked per year for each respondent. Weeks worked per year averaged 47.9 for all solo dentists, 48.0 for solo general practitioners and 47.4 for solo specialists.

Source: 1982 Survey of Dental Practice.

Table 8

Mean Percent of Time Treating Patients by Specified
Type of Procedure for Solo Dentists, 1981

Type of Procedure	Percent of Time Treating Patients					
	All Solo Dentists		Solo General Practitioners		Solo Specialists	
	Mean	n	Mean	n	Mean	n
Diagnostic	9.6	1,387	9.9	1,194	7.5	193
Preventative	9.5	1,387	10.3	1,194	4.4	193
Operative	38.0	1,387	43.0	1,194	7.2	193
Prosthodontics	14.4	1,387	16.3	1,194	2.5	193
Endodontics	6.2	1,387	6.5	1,194	4.6	193
Periodontics	5.0	1,387	4.3	1,194	8.8	193
Orthodontics	7.6	1,387	2.4	1,194	39.8	193
Oral and Maxillo-Facial Surgery	6.5	1,387	4.0	1,194	22.3	193
General Practice	3.4	1,387	3.5	1,194	2.9	193

Source: 1982 Survey of Dental Practice.

Table 9

Mean and Median Number of Appointments and
Patient Visits Per Week³ for Solo Dentists, 1981

Appointments and Visits Per Week	All Solo Dentists			Solo General Practitioners			Solo Specialists		
	Mean	Median	n	Mean	Median	n	Mean	Median	n
a. Appointments Scheduled	58.1	50	2,899	53.6	50	2,551	90.4	70	348
b. Walk-In Visits	2.5	1	2,948	2.6	1	2,590	2.0	0	358
c. Emergency Visits	4.7	4	2,931	4.7	4	2,580	4.9	3	351
d. Scheduled Visits Treated	54.9	48	2,864	50.8	48	2,520	85.2	60	344
Total Visits Per Week	62.1	55	2,830	58.1	54	2,494	92.2	70	336
Mean Number of No-Shows Per Week	3.0	0	2,941	2.9	0	2,581	3.6	0	360

³Patient visits per week for Solo Dentists does not include appointments or visits by hygienists only.

Source: 1982 Survey of Dental Practice.

Table 10

Mean and Median Number of Appointments and
Patient Visits Per Week⁴ for Solo Dentists,
Including Those with Hygienists Appointments Only, 1981

Appointments and Visits Per Week	All Solo Dentists			Solo General Practitioners			Solo Specialists		
	Mean	Median	n	Mean	Median	n	Mean	Median	n
a. Appointments Scheduled	72.5	65	2,806	69.3	64	2,477	96.2	80	329
b. Walk-In Visits	2.5	1	2,948	2.6	1	2,590	2.0	0	358
c. Emergency Visits	4.7	4	2,931	4.7	4	2,580	4.9	3	351
d. Scheduled Visits Treated	68.8	60	2,798	66.1	60	2,472	89.6	75	326
Total Visits Per Week	76.1	68	2,766	73.4	68	2,447	96.9	82	319
Mean Number of No Shows Per Week	4.0	2	2,825	4.0	2	2,490	4.1	0	335

⁴Patient visits per week for Solo Dentists includes appointments or visits by hygienists only.

Source: 1982 Survey of Dental Practice.

Table 11

Mean and Median Number of Patients Treated at Least
One Time During the Year by Solo Dentists, 1981

<u>Dentists</u>	<u>Number of Patients</u>			
	Mean	Median	n	S.D.
All Solo Dentists	1107	900	950	916
Solo General Practitioners	1122	900	801	891
Solo Specialists	1031	600	149	1042

Source: 1982 Survey of Dental Practice.

Table 12

Percentage Distribution of All Solo Dentists Employing
Specified Number and Type of (Full- and Part-Time) Personnel, 1981

<u>All Solo Dentists</u> <u>Number of Personnel</u>	<u>Dental Hygienist</u>		<u>Dental Assistant</u>		<u>Secretary/ Receptionist</u>		<u>Laboratory Technician</u>		<u>Bookkeeping/ Business Personnel</u>		<u>All Types</u>	
	%	n	%	n	%	n	%	n	%	n	%	n
0	53.6	1,515	15.1	426	23.5	663	93.7	2,643	77.8	2,195	5.6	157
1	35.2	995	54.8	1,546	67.2	1,896	5.4	151	21.1	595	15.2	427
2	8.6	242	23.3	658	8.7	245	0.7	19	1.0	29	19.9	557
3	2.2	63	5.0	142	0.5	13	0.2	7	0.1	3	23.1	674
4 +	0.4	12	1.7	49	0.1	4	0.1	2	0.0	1	36.2	1,016
TOTAL	100.0	2,827	100.0	2,821	100.0	2,821	100.0	2,822	100.0	2,823	100.0	2,804

Source: 1982 Survey of Dental Practice.

Table 13

Mean Weekly Salary or Commission Paid to Full-Time
Personnel by Region for All Solo Dentists, 1981

Region	Salary or Commission									
	Dental Hygienist		Chairside Assistant		Secretary/ Receptionist		Laboratory Technician		Bookkeeping/ Business Personnel	
	Mean	n ⁵	Mean	n ⁵	Mean	n ⁵	Mean	n ⁵	Mean	n ⁵
New England	\$ 301	33	\$ 200	107	\$ 218	47	\$ *	*	\$ *	*
Middle Atlantic	304	51	303	258	217	110	*	*	*	*
South Atlantic	320	98	197	352	207	125	*	*	*	*
East South Central	283	36	365	142	209	42	*	*	*	*
East North Central	343	85	318	416	205	171	*	*	*	*
West North Central	374	30	199	196	208	59	*	*	*	*
West South Central	359	39	223	243	219	76	*	*	*	*
Mountain	474	24	221	147	233	44	*	*	*	*
Pacific	429	44	260	427	268	160	*	*	*	*
All Solo Dentists	345	440	258	2,288	223	834	321	38	269	59

⁵n in this table is the number of each type of personnel and not the number of respondent dentists.

*Responses are too few to allow meaningful statistical analysis.

Source: 1982 Survey of Dental Practice.

Table 14

Mean Weekly Salary or Commission Paid to Full- and Part-Time
Personnel by Region for All Solo Dentists, 1981

Region	<u>Salary or Commission</u>									
	<u>Dental Hygienist</u>		<u>Chairside Assistant</u>		<u>Secretary/ Receptionist</u>		<u>Laboratory Technician</u>		<u>Bookkeeping/ Business Personnel</u>	
	Mean	n ⁵	Mean	n ⁵	Mean	n ⁵	Mean	n ⁵	Mean	n ⁵
New England	\$ 194	110	\$ 170	166	\$ 181	67	\$ *	*	\$ *	*
Middle Atlantic	254	207	242	417	181	174	*	*	112	31
South Atlantic	289	229	227	446	185	181	*	*	114	41
East South Central	223	84	315	180	179	60	*	*	*	*
East North Central	324	299	280	607	182	256	*	*	91	59
West North Central	229	101	181	256	187	75	*	*	104	28
West South Central	285	127	206	308	206	102	*	*	147	28
Mountain	315	62	286	192	204	61	*	*	*	*
Pacific	264	299	233	617	245	228	*	*	137	61
All Solo Dentists	273	1,518	240	3,190	198	1,204	244	90	123	288

⁵n in this table is the number of each type of personnel and not the number of respondent dentists.

Source: 1982 Survey of Dental Practice.

Table 15

Mean Hourly Salary or Commission Paid to Full-Time
Personnel by Region for All Solo Dentists, 1981

Region	Hourly Salary or Commission									
	Dental Hygienist		Dental Assistant		Secretary/ Receptionist		Laboratory Technician		Bookkeeping/ Business Personnel	
	Mean	n ⁶	Mean	n ⁶	Mean	n ⁶	Mean	n ⁶	Mean	n ⁶
New England	\$ 8.45	33	\$ 5.48	107	\$ 6.01	47	\$ *	*	\$ *	*
Middle Atlantic	8.55	51	8.32	258	5.99	110	*	*	*	*
South Atlantic	9.09	98	5.39	352	5.72	125	*	*	*	*
East South Central	8.21	36	10.47	142	5.47	42	*	*	*	*
East North Central	9.72	85	8.61	416	5.58	171	*	*	*	*
West North Central	10.64	30	5.41	196	5.57	59	*	*	*	*
West South Central	10.50	39	6.11	243	6.01	76	*	*	*	*
Mountain	14.07	24	6.01	147	6.47	44	*	*	*	*
Pacific	12.46	44	7.27	427	7.42	160	*	*	*	*
All Solo Dentists	9.87	440	7.10	2,288	6.11	834	8.43	38	7.14	59

⁶n is the number of each type of personnel and not the number of respondent dentists.

*Responses are too few to allow meaningful statistical analysis.

Source: 1982 Survey of Dental Practice.

Table 16

Mean Hourly Salary or Commission Paid to Full- and Part-Time
Personnel by Region for All Solo Dentists, 1981

Region	<u>Hourly Salary or Commission</u>									
	<u>Dental Hygienist</u>		<u>Dental Assistant</u>		<u>Secretary/ Receptionist</u>		<u>Laboratory Technician</u>		<u>Bookkeeping/ Business Personnel</u>	
	Mean	n ⁶	Mean	n ⁶	Mean	n ⁶	Mean	n ⁶	Mean	n ⁶
New England	\$ 8.84	110	\$5.53	158	\$5.74	62	\$	*	\$	*
Middle Atlantic	14.30	203	7.87	398	6.00	159		*	9.71	26
South Atlantic	10.25	216	5.74	427	6.09	169		*	9.10	36
East South Central	9.17	80	9.69	173	5.23	54		*		*
East North Central	13.59	292	7.75	590	5.64	243		*	7.80	55
West North Central	9.76	98	5.49	244	5.55	71		*		*
West South Central	12.65	125	6.13	298	6.10	90		*		*
Mountain	13.45	60	9.17	185	6.23	59		*		*
Pacific	16.07	287	7.30	585	7.73	216		*	9.58	55
All Solo Dentists	12.75	1,471	7.14	3,059	6.21	1,123	9.74	76	9.33	253

⁶n is the number of each type of personnel and not the number of respondent dentists.

*Responses are too few to allow meaningful statistical analysis.

Source: 1982 Survey of Dental Practice.

Table 17
 Mean Number of Full- and Part-Time Hygienists'
 Appointments and Patient Visits Per
 Week for All Solo Dentists by Region, 1981

Region	All Solo Dentists			
	Hygienist Appointments		Hygienist Patient Visits	
	Mean	n ⁷	Mean	n ⁷
New England	18.3	172	17.0	175
Middle Atlantic	11.0	522	10.5	523
South Atlantic	19.6	381	18.8	386
East South Central	15.4	154	13.8	153
East North Central	16.1	553	15.6	560
West North Central	13.5	229	13.2	230
West South Central	14.7	259	13.9	260
Mountain	11.6	157	10.6	156
Pacific	13.1	518	12.5	524
All Solo Dentists	14.7	2,946	14.0	2,968

n⁷ is the number of hygienists and not the number of
 respondent dentists.

Source: 1982 Survey of Dental Practice.

Table 18
Percent of Solo Dentists Using Specified Number of Operatories,
Dental Techniques, Laboratories and Specialized Equipment, 1981

Facilities and Equipment	All Solo Dentists		Solo General Practitioners		Solo Specialists	
	%	n	%	n	%	n
Operated Own ⁸ Dental Laboratory	9.4	133	7.6	93	22.0	40
Equipment Utilization ⁸ :						
- Composite Light Curing Unit	47.7	675	52.1	642	18.0	33
- High Speed Air Handpiece with Fiber Optics	26.0	363	28.4	345	9.9	18
- Panoramic X-Ray Unit	27.3	378	23.5	281	52.2	97
- Ultrasonic or Sonic Scaling Unit	66.6	945	71.3	878	35.8	67
- Electrosurgical Unit	36.8	515	38.4	467	26.1	48
- Nitrous Oxide Analgesia Equipment	45.4	638	46.6	569	37.7	69
Utilize Computer Processing Services: ⁹						
- In-House	9.5	14	9.2	12	11.1	2
- Outside Computer service	90.5	134	90.8	118	88.9	16
Use of Four-Handed Dentistry Technique (Mean %)	54.2	1,445	55.4	1,260	46.1	185
Operatories (Mean %)	2.6	2,755	2.6	2,426	3.1	329
Fully-Equipped Operatories (Mean)	2.3	2,683	2.3	2,378	2.4	305

⁸For each category only affirmative response rates are reported.

⁹These response rates are based on only those respondents who use computer services including 10.7% of solo dentists, 10.8% of solo general practitioners and 9.7% of solo specialists.

Source: 1982 Survey of Dental Practice.

Table 19

Percent of Solo Dentists by Location and
Characterization of Practice, 1981

Practice Location and Characteristics	All Solo Dentists		Solo General Practitioners		Solo Specialists	
	%	n	%	n	%	n
Building Description:						
Home	9.6	141	10.6	136	2.6	5
Professional Building	60.1	886	58.4	748	70.8	138
Commercial Building	25.6	377	25.9	332	23.1	45
Other	4.7	69	5.1	65	3.5	7
Located in a Shopping Center ¹⁰	7.4	109	7.4	95	7.2	14
Primary Practice Characterization: ¹⁰						
Retail or Drug Store Location	2.5	36	2.5	31	2.6	5
Health Maintenance Organization, Dental Component	0.1	2	0.2	2	0-0	0
Individual Practice Association	12.4	180	12.3	156	12.6	24
Corporate	2.5	36	2.2	28	4.2	8
None of the Above ¹¹	83.1	1,211	83.3	1,055	81.7	156

¹⁰Each of these represents responses from a separate question. Percentages from each question may not total 100%. This is because categories are not mutually exclusive or because we are reporting only affirmative responses.

¹¹None of the above characterizes the primary practice.

Source: 1982 Survey of Dental Practice.

Table 20

Mean and Median Number of New Patients
Per Week for Solo Dentists, 1981

	All Solo Dentists			
	Mean	Median	n	S.D.
New Patients Per Week	10.5	5	1,403	30.7
	Solo General Practitioners			
	Mean	Median	n	S.D.
New Patients Per Week	9.7	5	1,220	30.3
	Solo Specialists			
	Mean	Median	n	S.D.
New Patients Per Week	16.2	6	183	32.7

Source: 1982 Survey of Dental Practice.

Table 21

Mean Percent of Solo Dentists' Sources of New Patients, 1981

Sources of New Patients	<u>Percent of New Patients</u>					
	<u>All</u>		<u>Solo</u>		<u>Solo Specialists</u>	
	Mean	n	Mean	n	Mean	n
Other Dentists:						
General Practitioners	10.6	1,325	4.7	1,143	47.9	182
Specialists	4.7	1,325	4.7	1,143	4.3	182
Patients	73.1	1,325	78.3	1,143	40.5	182
Dental Referral Service	1.3	1,325	1.4	1,143	0.6	182
Other Professionals (e.g., M.D.'s)	4.6	1,325	4.6	1,143	4.5	182
Direct Mail or Commercial Advertising (TV, Radio, Newspaper, etc.)	1.3	1,325	1.4	1,143	0.4	182
Capitation/Closed Panel Contracts	0.4	1,325	0.4	1,143	0.4	182
Other	4.1	1,325	4.5	1,143	1.4	182
TOTAL	100.0	1,325	100.0	1,143	100.0	182

Source: 1982 Survey of Dental Practice.

Table 22

Mean and Median Waiting Times for Patients of
Record and New Patients for Solo Dentists, 1981

Waiting Time	All Solo Dentists				Solo General Practitioners				Solo Specialists			
	Mean	Median	n	S.D.	Mean	Median	n	S.D.	Mean	Median	n	S.D.
<u>Patients of Record</u>												
For the Initial Appointment (Days)	6.7	5	2,715	7.4	6.8	5	2,400	7.3	5.9	3	315	8.0
Elapsed Time in Waiting Room (Minutes)	7.5	5	2,694	7.1	7.4	5	2,380	7.2	7.8	5	314	6.2
<u>New Patients</u>												
For the Initial Appointment (Days)	7.7	5	2,532	9.5	7.7	5	2,232	9.2	7.9	5	300	11.2
Elapsed Time in Waiting Room (Minutes)	7.6	5	2,326	6.8	7.6	5	2,057	6.8	8.0	5	269	6.7

Source: 1982 Survey of Dental Practice.

Table 23

Percentage Distribution of Solo Dentists by
Perceived Practice Busyness, 1981

<u>Busyness</u>	<u>All</u> <u>Solo Dentists</u>		<u>Solo</u> <u>General Practitioners</u>		<u>Solo Specialists</u>	
	<u>%</u>	<u>n</u>	<u>%</u>	<u>n</u>	<u>%</u>	<u>n</u>
Too Busy	5.5	79	6.2	78	0.5	1
Overworked	9.9	143	10.3	129	7.3	14
Enough Patients	50.2	726	50.6	635	47.6	91
Not Busy Enough	34.5	499	33.0	414	44.5	85
TOTAL	100.0	1,447	100.0	1,256	100.0	191

Source: 1982 Survey of Dental Practice.

Table 24

Mean and Median Net Income of Solo
Dentists by Income Source, 1981

<u>Source of Income</u> ¹²	<u>Net Income</u>			
	Mean	All Solo Dentists Median	n	S.D.
Primary Practice	\$53,705	\$50,000	2,438	\$32,726
Private Practice	54,170	50,000	2,371	32,784
Total from Dentistry	54,842	50,000	2,366	33,218

	<u>Solo General Practitioners</u>			
	Mean	Median	n	S.D.
Primary Practice	\$50,839	\$48,000	2,142	\$29,001
Private Practice	51,261	48,000	2,089	29,090
Total from Dentistry	51,841	48,000	2,085	29,293

	<u>Solo Specialists</u>			
	Mean	Median	n	S.D.
Primary Practice	\$74,445	\$70,000	296	\$47,457
Private Practice	75,718	70,000	282	47,414
Total from Dentistry	77,112	72,000	281	48,668

¹²Three different estimates of net income from the practice of dentistry are: (1) net income from the primary practice alone; (2) net income from private practice, and (3) total net income from all dental sources. Net income from the primary practice is what the dentist reported as his/her income after practice expenses but before personal taxes from the primary practice where they worked. Net income from private practice is the net income from the primary practice plus income earned from a secondary private practice. Total net income from all dental sources includes net income from primary practice, net income from secondary practice and any other income derived from other dental sources such as teaching in a dental school, dental consulting or working part-time in a hospital.

Source: 1982 Survey of Dental Practice.

Table 25

Mean and Median Net Income from Primary
Practice for Solo Dentists by Region, 1981

Region	All Solo Dentists				Solo General Practitioners				Solo Specialists			
	Mean	Median	n	S.D.	Mean	Median	n	S.D.	Mean	Median	n	S.D.
New England	\$46,716	\$40,000	145	\$27,024	\$45,664	\$40,000	120	\$26,037	\$51,768	\$50,000	25	\$31,435
Middle Atlantic	50,202	46,000	412	30,559	48,048	45,000	371	28,676	69,690	60,000	41	39,451
South Atlantic	50,289	50,000	313	31,529	53,417	49,500	258	29,366	69,760	65,000	55	37,618
East South Central	49,964	48,000	132	28,835	46,056	45,000	113	22,722	73,211	62,000	19	46,609
East North Central	56,362	50,000	448	36,172	51,531	50,000	404	28,237	100,072	86,000	44	62,417
West North Central	48,089	45,000	193	27,664	46,159	44,000	182	25,743	80,013	70,000	11	38,869
West South Central	56,528	49,200	210	33,691	55,040	46,283	191	33,823	71,485	70,000	19	29,057
Mountain	54,585	46,500	132	41,251	49,277	44,000	109	27,487	79,743	66,000	23	74,980
Pacific	56,660	50,000	452	32,585	54,601	50,000	393	30,815	70,376	70,000	59	40,230
All Solo Dentists	53,705	50,000	2,438	32,726	50,839	48,000	2,142	29,001	74,445	70,000	296	47,457

Source: 1982 Survey of Dental Practice.

Table 26

Mean and Median Gross Income from Primary
Practice for Solo Dentists by Region, 1981

Region	All Solo Dentists				Solo General Practitioners				Solo Specialists			
	Mean	Median	n	S.D.	Mean	Median	n	S.D.	Mean	Median	n	S.D.
New England	\$114,386	\$156,000	144	\$71,892	\$113,046	\$100,000	119	\$71,004	\$120,767	\$110,000	25	\$74,403
Middle Atlantic	113,316	100,000	420	70,907	109,594	100,000	379	69,484	147,728	136,000	41	75,471
South Atlantic	140,386	129,000	313	69,462	132,033	120,000	258	62,072	179,568	153,000	55	87,429
East South Central	127,445	120,000	133	71,911	120,879	119,500	114	57,633	166,842	145,000	19	123,119
East North Central	132,675	120,000	460	76,825	124,256	118,868	419	66,294	218,707	200,000	41	116,063
West North Central	119,718	112,117	197	62,261	117,183	110,000	185	61,270	158,792	132,500	12	67,098
West South Central	145,719	131,000	215	81,545	138,901	127,500	196	76,261	216,043	186,000	19	101,621
Mountain	134,597	120,000	138	72,905	128,013	118,000	115	61,888	167,519	130,000	23	109,052
Pacific	157,752	142,762	455	79,916	155,960	142,000	397	76,934	170,015	160,000	58	97,840
All Solo Dentists	133,817	120,000	2,476	75,577	128,501	120,000	2,183	70,242	173,424	154,750	293	98,789

Source: 1982 Survey of Dental Practice.

Table 27

Mean Percentage of Gross Receipts for the Entire Primary
Practice by Source of Income for Solo Dentists, 1981

Source of Income	Percent of Gross Receipts					
	All Solo Dentists		Solo General Practitioners		Solo Specialists	
	Mean	n	Mean	n	Mean	n
Direct Patient Payment	52.0	2,455	50.3	2,156	64.8	299
Government Programs (e.g., Medicare, Medicaid)	5.4	2,455	5.5	2,156	4.8	299
Private Insurance Carriers	41.9	2,455	43.5	2,156	30.0	299
Other Sources	0.7	2,455	0.8	2,156	0.3	299

Source: 1982 Survey of Dental Practice.

Table 28

Mean and Median Expenditures for
Selected Items for Solo Dentists, 1981

	Expansion of Office Facilities				New or Used Dental Equipment			
	Mean	Median	n	S.D.	Mean	Median	n	S.D.
All Solo Dentists	\$ 15,668	\$ 3,000	116	\$ 32,775	\$ 4,712	\$ 2,000	681	\$ 8,605
Solo General Practitioners	15,913	3,000	100	33,113	4,714	2,000	599	8,676
Solo Specialists	*	*	*	*	4,697	2,052	82	8,111

*Responses are too few to allow meaningful statistical analysis.

Source: 1982 Survey of Dental Practice.

Table 29

Annual Professional Expenses for Solo Dentists, 1981

Annual Expense Item	All Solo Dentists		Solo General Practitioners		Solo Specialists	
	Mean	n	Mean	n	Mean	n
Yearly rent	\$ 6,019	1,306	\$ 5,472	1,133	\$ 9,598	173
Yearly mortgage (including interest)	1,342	1,312	1,367	1,139	1,179	173
Total salaries, wages and commissions of non-dentist employees	23,588	1,246	22,555	1,083	30,447	163
Total salaries, wages and commissions of employed dentists (EXCLUDING salaries of owner dentists or shareholders of incorporated practices)	-	-	-	-	-	-
Employee benefits of personnel, not included in salaries (e.g., insurance, pensions, etc.)	4,023	1,007	3,298	871	8,668	136
General office supplies	2,834	995	2,756	858	3,322	137
Dental supplies	7,871	1,020	7,563	883	9,863	137
Commercial dental laboratory charges	13,855	1,057	15,270	919	4,430	138
Advertising expenses	268	951	247	821	398	130
Annual depreciation costs of dental and office equipment	3,600	884	3,535	763	4,012	121
Taxes on business and business property	2,457	958	2,462	832	2,425	126
Repairs of dental equipment or office	817	937	793	810	970	127
Insurance related to dental office (liability, fire, etc.)	1,497	934	1,399	808	2,121	126
Legal and professional fees	1,327	969	1,197	837	2,150	132
Professional liability (malpractice insurance)	725	859	659	740	1,132	119
Interest on business indebtedness (excluding mortgage)	2,019	862	2,076	749	1,646	113

Table 29 (Cont'd)

Annual Professional Expenses for Solo Dentists, 1981

Annual Expense Item	All Solo Dentists		Solo General Practitioners		Solo Specialists	
	Mean	n	Mean	n	Mean	n
Drugs	\$ 259	728	\$ 226	623	\$ 453	105
Utilities (telephone, electricity, etc.)	2,221	1,023	2,156	887	2,648	136
Professional expenses (travel to meetings, society dues, etc.)	2,003	1,009	1,819	871	3,163	138
Bad debts	1,513	751	1,440	651	1,990	100
Other expenses	2,065	905	1,910	785	3,079	120
TOTAL EXPENSES	81,908	306	80,651	271	91,639	35

Source: 1982 Survey of Dental Practice.

THE INDEPENDENT DENTIST

This section of the 1982 Survey of Dental Practice contains statistics and data about independent dentists in private practice. An independent dentist is an owner (sole proprietor, partner or shareholder in an incorporated practice) or partial owner of a private practice. The difference between independent dentists and solo dentists is that the independent group includes dentists working in offices with one or more other dentists (owners and/or non-owners).

The reader and/or user of statistics contained in this section is to be cautioned regarding inferences about "group practice" or "nonsolo" practice dentistry. The 1982 survey is based on a sample of dentists and not a sample of dental practices. Many elements and characteristics of practices with more than one dentist were not obtained by virtue of only one dentist in the practice being included in the sample. The respondent dentist is, in one sense, representing all dentists in the practice when responding to the practice questions. The respondent dentist was not asked to provide data for all other dentists in the practice such as income, age, sex, patient visits, hours worked and other individual dentist data. The solo dentist, on the other hand, is the only dentist in the practice and therefore responds for "all" dentists in the practice. As a result of the difference between all independent dentists and solo dentists a few tables contained in the section on solo dentists are not included in this section. Statistics not reported for independent dentists but reported for solo dentists

include new patients per week (Table 20), sources of new patients (Table 21), sources of payment of gross income (Table 27), equipment/facilities expenditures (Table 28) and professional expenses (Table 29). Otherwise, the tables of statistics for independent dentists correspond to those presented in the solo dentist section.

Table 30

Number^a and Percentage Distribution of Independent
Dentists by Initial Employment Status, 1981

Initial Employment Status	All Independent Dentists		Independent General Practitioners		Independent Specialists	
	%	n	%	n	%	n
Sole Proprietor	80.8	2,954	82.4	2,614	70.2	340
Partner	5.0	184	4.9	154	6.2	30
Shareholder	5.2	189	3.8	121	14.1	68
Employed (in an incorporated practice)	1.8	66	1.6	52	2.9	14
Employed (in an unincorporated practice)	7.2	264	7.3	232	6.6	32
TOTAL	100.0	3,657	100.0	3,173	100.0	484

^aIn the tables contained in this report, the letter "n" denotes the number of survey respondents unless otherwise noted.

Source: 1982 Survey of Dental Practice.

Table 31

Number and Percentage Distribution of Independent
Dentists by Current Employment Status, 1981

Current Employment Status	All Independent Dentists		Independent General Practitioners		Independent Specialists	
	%	n	%	n	%	n
Sole Proprietor	66.1	2,434	70.0	2,240	39.9	194
Partner	5.8	215	5.7	181	7.0	34
Shareholder	28.1	1,036	24.3	778	53.1	258
TOTAL	100.0	3,685	100.0	3,199	100.0	486

Source: 1982 Survey of Dental Practice.

Table 32

Mean Hours Per Week Independent Dentists Spent
in the Practice and at Selected Activities, 1981

Practice Activities	All Independent Dentists		Independent General Practitioners		Independent Specialists	
	Hours Per Week					
Number of Hours Per Week Spent On:	Mean	n	Mean	n	Mean	n
Treating Patients	32.3	3,628	32.4	3,148	31.7	480
Laboratory Procedures	2.2	1,853	2.4	1,594	1.2	259
Filing Prepayment Forms	0.9	1,842	0.9	1,582	0.7	260
Bookkeeping	1.0	1,836	1.0	1,576	1.1	260
Professional Reading	2.2	1,858	2.1	1,598	2.5	260
Personal Time	3.6	1,847	3.6	1,586	4.1	261
Other Activities	1.2	1,803	1.0	1,547	2.0	256
TOTAL	42.9	1,788	42.9	1,535	42.9	253

Source: 1982 Survey of Dental Practice.

Table 33

Mean Hours Per Year¹³ Independent Dentists Spent
in the Practice and at Selected Activities, 1981

Practice Activities	All Independent Dentists		Independent General Practitioners		Independent Specialists	
	Hours Per Year					
Number of Hours Per Year Spent On:	Mean	n	Mean	n	Mean	n
Treating Patients	1,542.6	3,565	1,549.6	3,094	1,496.7	471
Laboratory Procedures	103.8	1,800	111.6	1,547	56.2	253
Filing Prepayment Forms	40.2	1,790	41.8	1,535	31.0	255
Bookkeeping	47.1	1,783	46.4	1,529	51.4	254
Professional Reading	102.7	1,805	100.8	1,551	114.3	254
Personal Time	173.7	1,795	170.6	1,540	192.3	255
Other Activities	54.2	1,753	47.5	1,502	94.3	251
TOTAL	2,050.8	1,739	2,054.8	1,491	2,026.5	248

¹³Hours per year computed as average hours per week multiplied by weeks worked per year for each respondent. Weeks worked per year averaged 47.8 for all independent, 47.9 for independent general practitioners and 47.2 for independent specialists.

Source: 1982 Survey of Dental Practice.

Table 34

Mean Percent of Time Treating Patients by Specified
Type of Procedure for Independent Dentists, 1981

Type of Procedure	Percent of Time Treating Patients					
	All		Independent		Independent Specialists	
	Mean	n	General Practitioners	Mean	Mean	n
Diagnostic	9.6	1,776	9.9	1,519	7.9	257
Preventative	8.6	1,776	9.4	1,519	4.0	257
Operative	37.5	1,776	42.6	1,519	7.0	257
Prosthodontics	14.8	1,776	16.9	1,519	2.2	257
Endodontics	7.1	1,776	7.2	1,519	6.6	257
Periodontics	4.9	1,776	4.3	1,519	8.8	257
Orthodontics	7.6	1,776	2.1	1,519	39.7	257
Oral and Maxillofacial Surgery	6.5	1,776	4.1	1,519	20.7	257
General Practice	3.5	1,776	3.6	1,519	3.1	257

Source: 1982 Survey of Dental Practice.

Table 35

Mean and Median Number of Appointments and Patient
Visits Per Week¹⁴ for Independent Dentists, 1981

Appointments and Visits Per Week	All Independent Dentists			Independent General Practitioners			Independent Specialists		
	Mean	Median	n	Mean	Median	n	Mean	Median	n
a. Appointments Scheduled	58.9	50	3,701	54.1	50	3,216	91.0	70	485
b. Walk-In-Visits	2.6	1	3,764	2.7	1	3,268	2.1	0	496
c. Emergency Visits	4.9	4	3,748	4.9	4	3,258	5.2	4	490
d. Scheduled Visits Treated	55.5	50	3,668	51.1	48	3,192	85.0	62	476
Total Visits Per Week	63.0	55	3,624	58.7	54	3,159	92.5	72	465
Mean Number of No-Shows Per Week	3.4	0	3,575	3.2	0	3,118	4.7	0	457

¹⁴Patient visits per week for Independent Dentists does not include appointments or visits by
hygienists only.

Source: 1982 Survey of Dental Practice.

Table 36

Mean and Median Number of Appointments and Patient Visits Per
Week¹⁵ for Dentists, Including Those with Hygienist Appointments Only, 1981

Appointments and Visits Per Week	All Independent Dentists			Independent General Practitioners			Independent Specialists		
	Mean	Median	n	Mean	Median	n	Mean	Median	n
a. Appointments Scheduled	77.6	70	3,541	74.6	68	3,089	98.5	80	452
b. Walk-In-Visits	2.6	1	3,764	2.7	1	3,268	2.1	0	496
c. Emergency Visits	4.9	4	3,748	4.9	4	3,258	5.2	4	490
d. Scheduled Visits Treated	73.9	65	3,557	71.1	64	3,107	93.5	76	450
Total Visits Per Week	81.5	73	3,516	78.7	72	3,076	101.3	85	440
Mean Number of No-Shows Per Week	4.8	2	3,410	4.7	2	2,985	5.3	0	425

¹⁵Patient Visits per week for Independent Dentists includes appointments or visits by hygienists.

Source: 1982 Survey of Dental Practice.

Table 37

Mean and Median Number of Patients Treated at Least
One Time During the Year by Independent Dentists, 1981

<u>Dentists</u>	<u>Number of Patients</u>			
	Mean	Median	n	S.D.
All Independent Dentists	1,147	900	1,219	962
Independent General Practitioners	1,159	1,000	1,017	914
Independent Specialists	1,089	600	202	1,174

Source: 1982 Survey of Dental Practice.

Table 38

Percentage Distribution of all Independent Dentists Employing
Specified Number and Type of (Full- and Part-time) Personnel, 1981

All Independent Dentists Number of Personnel	<u>Dental Hygienist</u>		<u>Dental Assistant</u>		<u>Secretary/ Receptionist</u>		<u>Laboratory Technician</u>		<u>Bookkeeping/ Business Personnel</u>		<u>All Types</u>	
	%	n	%	n	%	n	%	n	%	n	%	n
0	49.3	1,784	12.8	461	19.9	716	91.3	3,295	72.4	2,614	4.5	162
1	33.8	1,224	46.8	1,690	63.7	2,295	6.3	227	24.8	895	12.6	452
2	10.9	396	25.4	915	12.6	453	1.5	54	1.9	70	17.0	610
3	3.8	136	8.1	294	2.1	76	0.5	18	0.4	15	20.2	725
4 +	2.1	77	6.9	248	1.8	65	0.4	14	0.4	16	45.7	1,637
TOTAL	100.0	3,617	100.0	3,608	100.0	3,605	100.0	3,608	100.0	3,610	100.0	3,586

Source: 1982 Survey of Dental Practice.

Table 39

Mean Weekly Salary or Commission Paid to Full-Time
Personnel by Region for Independent Dentists, 1981

Region	Dental Hygienist		Chairside Assistant		Secretary/ Receptionist		Laboratory Technician		Bookkeeping/ Business Personnel	
	Mean	n ¹⁶	Mean	n ¹⁶	Mean	n ¹⁶	Mean	n ¹⁶	Mean	n ¹⁶
New England	\$299	85	\$201	217	\$218	86	\$	*	\$	*
Middle Atlantic	312	110	263	445	220	167		*		*
South Atlantic	396	153	224	546	206	193		*		*
East South Central	289	61	306	207	208	59		*		*
East North Central	343	156	324	608	206	225		*	218	27
West North Central	369	72	209	298	210	89		*		*
West South Central	356	60	270	336	229	108		*		*
Mountain	449	31	224	174	241	57		*		*
Pacific	434	76	257	610	270	229		*	310	34
All Independent Dentists	356	804	259	3,441	225	1,213	346	88	272	144

¹⁶n is the number of each type of personnel and not the number of respondent dentists.

*Responses are too few to allow meaningful statistical analysis.

Source: 1982 Survey of Dental Practice.

Table 40

Mean Weekly Salary or Commission Paid to Full- and Part-Time
Personnel by Region for Independent Dentists, 1981

Region	Dental Hygienist		Chairside Assistant		Secretary/ Receptionist		Laboratory Technician		Bookkeeping/ Business Personnel	
	Mean	n ¹⁶	Mean	n ¹⁶	Mean	n ¹⁶	Mean	n ¹⁶	Mean	n ¹⁶
New England	\$214	202	\$175	312	\$186	120	\$	*	\$145	29
Middle Atlantic	250	327	225	645	191	244		*	135	58
South Atlantic	318	335	237	676	190	271	301	27	135	63
East South Central	238	116	277	247	185	81		*	158	24
East North Central	363	433	286	838	185	332	187	34	120	89
West North Central	257	165	188	394	189	118		*	149	41
West South Central	331	169	249	419	215	139		*	177	44
Mountain	302	81	274	228	215	77		*	193	21
Pacific	275	419	232	864	248	319	259	33	176	105
All Independent Dentists	291	2,247	240	4,624	202	1,701	280	166	151	474

¹⁶n is the number of each type of personnel and not the number of respondent dentists.

Source: 1982 Survey of Dental Practice.

Table 41

Mean Hourly Salary or Commission Paid to Full-Time
Personnel by Region for all Independent Dentists, 1981

Region	Hourly Salary or Commission									
	Dental Hygienist		Dental Assistant		Secretary/ Receptionist		Laboratory Technician		Bookkeeping/ Business Personnel	
	Mean	n ¹⁷	Mean	n ¹⁷	Mean	n ¹⁷	Mean	n ¹⁷	Mean	n ¹⁷
New England	\$ 8.32	85	\$ 5.47	217	\$ 5.96	86	\$ *	*	\$ *	*
Middle Atlantic	8.66	110	7.16	445	6.02	167	*	*	*	*
South Atlantic	11.04	153	6.04	546	5.65	193	*	*	*	*
East South Central	8.28	61	8.72	207	5.50	59	*	*	*	*
East North Central	9.51	156	8.70	608	5.57	225	*	*	5.80	27
West North Central	10.20	72	5.61	298	5.60	89	*	*	*	*
West South Central	10.47	60	7.45	336	6.27	108	*	*	*	*
Mountain	13.06	31	6.09	174	6.54	57	*	*	*	*
Pacific	12.46	76	7.09	610	7.35	229	*	*	8.35	34
All Independent Dentists	10.01	804	7.07	3,441	6.12	1,213	9.05	139	7.17	144

¹⁷n is the number of each type of personnel and not the number of respondent dentists.

*Responses are too few to allow meaningful statistical analysis.

Source: 1982 Survey of Dental Practice.

Table 42

Mean Hourly Salary or Commission Paid to Full- and Part-Time
Personnel by Region for All Independent Dentists, 1981

Region	Hourly Salary or Commission									
	Dental Hygienist		Dental Assistant		Secretary/ Receptionist		Laboratory Technician		Bookkeeping Business Personnel	
	Mean	n ¹⁷	Mean	n ¹⁷	Mean	n ¹⁷	Mean	n ¹⁷	Mean	n ¹⁷
New England	\$ 8.77	200	\$ 5.44	296	\$ 5.72	114	\$ *	*	\$ 6.99	28
Middle Atlantic	12.48	317	7.02	624	6.04	226	*	*	8.62	50
South Atlantic	10.93	316	6.20	647	5.95	249	*	*	8.68	57
East South Central	9.26	110	8.35	240	5.39	72	*	*	*	*
East North Central	15.02	426	8.02	815	5.63	311	8.09	27	7.55	82
West North Central	9.73	161	5.56	375	5.60	110	*	*	9.34	35
West South Central	16.43	165	7.55	404	6.34	125	*	*	9.17	35
Mountain	13.14	78	8.72	221	6.36	74	*	*	*	*
Pacific	15.93	402	7.22	824	7.61	305	10.09	30	9.50	96
All Independent Dentists	13.00	2,175	7.10	4,447	65.20	1,586	9.82	143	8.74	426

17n is the number of each type of personnel and not the number of respondent dentists.

*Responses are too few to allow meaningful statistical analysis.

Source: 1982 Survey of Dental Practice.

Table 43

Mean Number of Full- and Part-Time Hygienists'
 Appointments and Patient Visits Per Week
 for All Independent Dentists by Region, 1981

<u>Region</u>	<u>All Independent Dentists</u>			
	<u>Hygienist Appointments</u>		<u>Hygienist Patient Visits</u>	
	Mean	n ¹⁸	Mean	n ¹⁸
New England	33.4	363	30.7	387
Middle Atlantic	29.8	699	28.3	720
South Atlantic	32.0	831	30.4	858
East South Central	28.6	285	26.1	288
East North Central	33.1	960	31.3	990
West North Central	31.0	405	29.7	408
West South Central	27.0	465	25.5	465
Mountain	27.1	204	25.0	201
Pacific	24.6	933	23.2	963
All Independent Dentists	29.7	5,145	28.1	5,280

¹⁸n is the number of hygienists and not the number of respondent dentists.

Source: 1982 Survey of Dental Practice.

Table 44

Percent of Independent Dentists Using Specified Numbers of Operatories,
Dental Techniques, Laboratories and Specialized Equipment, 1981

Facilities and Equipment	All Independent Dentists		Independent General Practitioners		Independent Specialists	
	%	n	%	n	%	n
Operate own dental Laboratory ¹⁹	11.0	200	9.0	142	23.7	58
Equipment Utilization ¹⁹ :						
Composite Light Curing Unit	49.3	901	54.3	857	17.8	44
Highspeed Air Handpiece with Fiber Optics	27.8	499	30.7	475	9.8	24
Panoramic X-Ray Unit	31.5	563	28.0	430	53.0	133
Ultrasonic or Sonic Scaling Unit	69.6	1,271	75.0	1,180	36.3	91
Electrosurgical Unit	39.5	711	41.3	641	28.2	70
Nitrous Oxide Analgesia Equipment	49.6	898	50.9	796	41.5	102
Utilize Computer Processing Services ²⁰ :						
In-House	13.4	31	14.3	28	8.3	3
Outside Computer Service	85.8	199	84.7	166	91.7	33
Use of Four-Handed Dentistry Technique (Mean %)	57.3	1,847	58.9	1,598	46.9	249
Operatories (Mean %)	3.2	3,531	3.1	3,073	3.8	458
Fully-Equipped Operatories (Mean)	2.8	3,450	2.7	3,026	3.0	424

¹⁹For each category only affirmative response rates are reported.

²⁰These response rates are based on only those respondents who use computer services including 12.9% of all independent dentists, 12.6% of independent general practitioners and 14.4% of specialists.

Source: 1982 Survey of Dental Practice.

Table 45

Percent of Independent Dentists Describing Their Location
and Characterization of Practice, 1981

Practice Location and Characteristics	All Independent Dentists		Independent General Practitioners		Independent Specialists	
	Mean %	n	Mean %	n	Mean %	n
Building Description:						
Home	8.4	159	9.3	152	2.7	7
Professional Building	61.7	1,166	59.8	975	73.7	191
Commercial Building	25.1	475	25.9	423	20.1	52
Other	4.8	91	5.0	82	3.5	9
Located in a shopping center ²¹	7.8	147	7.9	129	7.0	18
Primary Practice Characterization ²¹ :						
Retail or Drug Store Location	2.2	42	2.3	37	2.0	5
Health Maintenance Organization Dental Component	0.3	5	0.3	5	0-0	0
Individual Practice Association	14.4	269	14.5	234	13.7	35
Corporate	3.6	68	3.2	51	6.6	17
None of the above ²²	79.9	1,495	80.2	1,294	78.5	201

²¹Each of these represents responses from a separate question. Percentages from each question may not total 100%. This is because categories are not mutually exclusive or because we are reporting only affirmative responses.

²²None of the above characterizes the primary practice.

Source: 1982 Survey of Dental Practice.

Table 46

Mean and Median Waiting Times for Patients of Record
and New Patients for Independent Dentists, 1981

<u>Waiting Time</u>	<u>All</u> <u>Independent Dentists</u>				<u>Independent</u> <u>General Practitioners</u>				<u>Independent Specialists</u>			
	Mean	Median	n	S.D.	Mean	Median	n	S.D.	Mean	Median	n	S.D.
<u>Patients of Record</u>												
For the Initial Appointment (Days)	6.8	5	3,481	7.7	6.9	5	3,043	7.7	5.7	3	438	7.6
Elapsed Time in Waiting Room (Minutes)	7.8	5	3,446	7.0	7.7	5	3,008	7.0	8.7	8	438	7.0
<u>New Patients</u>												
For the Initial Appointment (Days)	7.6	5	3,264	9.3	7.6	5	2,841	9.1	7.4	5	423	10.3
Elapsed Time in Waiting Room (Minutes)	8.0	5	3,001	6.8	7.9	5	2,625	6.8	8.9	9	376	7.0

Source: 1982 Survey of Dental Practice.

Table 47

Percentage Distribution of Independent Dentists by
Perceived Practice Busyness, 1981

<u>Busyness</u>	<u>All Independent Dentists</u>		<u>Independent General Practitioners</u>		<u>Independent Specialists</u>	
	<u>%</u>	<u>n</u>	<u>%</u>	<u>n</u>	<u>%</u>	<u>n</u>
Too Busy	4.8	89	5.5	88	0.4	1
Overworked	9.8	182	10.3	164	7.1	18
Enough Patients	50.5	937	50.8	812	49.2	125
Not Busy Enough	<u>34.8</u>	<u>646</u>	<u>33.5</u>	<u>536</u>	<u>43.3</u>	<u>110</u>
TOTAL	100.0	1,854	100.0	1,600	100.0	254

Source: 1982 Survey of Dental Practice.

Table 48

Mean and Median Net Income of Independent
Dentists by Income Source, 1981

<u>Source of Income</u> ²³	<u>Net Income</u>			
	Mean	Median	n	S.D.
<u>All Independent Dentists</u>				
Primary Practice	\$56,232	\$50,000	3,121	\$34,275
Private Practice	56,995	50,000	3,028	35,280
Total from Dentistry	57,517	50,000	3,020	34,458
<u>Independent General Practitioners</u>				
Primary Practice	\$53,021	\$50,000	2,711	\$30,687
Private Practice	53,759	50,000	2,642	31,922
Total from Dentistry	54,177	50,000	2,635	30,606
<u>Independent Specialists</u>				
Primary Practice	\$77,459	\$70,000	410	\$46,921
Private Practice	79,144	72,000	386	47,249
Total from Dentistry	80,373	73,650	385	48,058

²³Three different estimates of net income from the practice of dentistry are: (1) net income from primary practice alone; (2) net income from private practice; and (3) total net income from all dental sources. Net income from the primary practice is what the dentists reported as his/her income after practice expenses but before personal taxes from the primary practice where they worked. Net income from private practice is the net income from the primary practice plus income earned from a secondary private practice. Total net income from all dental sources includes net income from primary practice, net income from secondary practice and any other income derived from other dental sources such as teaching in a dental school, dental consulting or working part-time in a hospital.

Source: 1982 Survey of Dental Practice.

Table 49

Mean and Median Net Income from Primary Practice,
for Independent Dentists by Region, 1981

Region	All Independent Dentists				Independent General Practitioners				Independent Specialists			
	Mean	Median	n	S.D.	Mean	Median	n	S.D.	Mean	Median	n	S.D.
New England	\$50,738	\$48,000	209	\$27,059	\$48,824	\$45,000	167	\$26,231	\$58,349	\$60,500	42	\$29,231
Middle Atlantic	52,938	50,000	528	32,102	50,604	47,500	460	30,760	68,730	60,000	68	36,513
South Atlantic	58,388	52,000	419	34,458	53,837	50,000	346	28,100	79,959	70,000	73	50,383
East South Central	54,373	50,000	158	34,252	49,713	48,000	136	28,512			*	
East North Central	59,080	52,700	567	37,437	54,828	50,000	508	32,022	95,691	84,000	59	56,493
West North Central	52,798	49,000	264	30,745	49,636	46,000	239	28,442	83,034	72,000	25	35,845
West South Central	58,629	50,000	265	35,846	56,847	48,000	240	34,798	75,729	70,000	25	41,705
Mountain	54,281	48,000	150	39,490	48,784	45,000	125	26,088	81,763	68,000	25	72,257
Pacific	58,441	51,342	560	34,065	56,071	50,000	489	32,424	74,763	74,000	71	40,350
All Independent Dentists	56,232	50,000	3,121	34,275	53,021	50,000	2,711	30,687	77,459	70,000	410	46,921

*Responses are too few to allow meaningful statistical analysis.

Source: 1982 Survey of Dental Practice.

Table 50

Mean and Median Gross Income²⁴ from Primary
Practice for Independent Dentists by Region, 1981

Region	All Independent Dentists				Independent General Practitioners				Independent Specialists			
	Mean	Median	n	S.D.	Mean	Median	n	S.D.	Mean	Median	n	S.D.
New England	\$111,930	\$100,000	207	\$ 66,470	\$107,718	\$ 94,461	166	\$65,191	\$128,987	\$120,000	41	\$ 69,652
Middle Atlantic	114,980	105,000	529	70,199	110,567	100,000	462	68,156	145,409	127,000	67	76,815
South Atlantic	133,644	120,000	419	69,543	124,247	115,000	345	60,907	177,455	156,500	74	88,590
East South Central	128,425	120,000	157	77,457	118,076	115,000	135	58,989			*	
East North Central	130,843	120,000	578	75,943	123,202	117,171	524	66,841	204,990	187,750	54	111,907
West North Central	121,537	112,117	265	65,466	115,430	105,000	239	60,853	177,666	144,000	26	79,822
West South Central	136,984	120,000	266	82,882	129,393	120,000	242	75,507			*	
Mountain	131,958	120,000	155	72,987	124,136	115,000	129	62,267	170,767	146,900	26	105,271
Pacific	150,393	137,250	563	80,633	147,289	136,500	493	77,416	172,257	157,375	70	98,324
All Independent Dentists	130,456	120,000	3,140	75,061	124,245	115,000	2,736	69,071	172,516	152,500	404	97,320

²⁴Independent gross income computed as gross income of practice divided by number of dentists in practice.

*Responses are too few to allow meaningful statistical analysis.

Source: 1982 Survey of Dental Practice.

APPENDIX



1982 SURVEY OF DENTAL PRACTICE

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following best describes your primary and/or secondary occupation(s) during 1981? (Please circle a response for **EACH** column.)

	Primary Occupation	Secondary Occupation
a. Private practice (full- or part-time)	00	00
b. Dental school faculty/Staff member	01	01
c. Armed Forces	02	02
d. Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/Resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member	08	08
j. Not in practice/Retired	09	09
k. Occupation unrelated to dentistry	10	10
l. NO SECONDARY OCCUPATION	—	11

Please complete the remainder of this questionnaire if you were in **PRIVATE PRACTICE** as a **PRIMARY OCCUPATION** during **any part** of 1981.

If private practice was your **SECONDARY OCCUPATION** **ONLY** please complete the **SECONDARY PRACTICE** section beginning with question #44.

If you were **NOT INVOLVED** in the **PRIVATE PRACTICE** of dentistry during **ANY PART** of 1981, please return the questionnaire in the envelope provided. Thank you.

INDIVIDUAL DENTIST QUESTIONS

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **PRIMARY** practice during 1981), please give information on the practice in which you treated patients for the greatest number of months.

2. In what year did you **FIRST** become associated with the **PRIMARY PRACTICE** where you practiced during 1981? 19_____

3. Which **ONE** of the following **BEST** describes your employment status when you **FIRST** became associated with that practice?

- a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice 1
- b. Partner in a complete partnership 2
- c. Shareholder in an incorporated dental practice 3
- d. Employed by an incorporated dental practice but not a shareholder 4
- e. Employed by an unincorporated dental practice on a salary, commission, percentage or associate basis 5
- f. Other, please specify _____

4. If you answered (a) sole proprietor or (c) shareholder in Question #3 above, did you begin in that practice:

- a. Practicing alone 1
- b. Practicing with other dentists 2

5. Which **ONE** of the following **BEST** describes your employment status in that practice during 1981?

- a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice 1
- b. Partner in a complete partnership 2
- c. Shareholder in an incorporated dental practice 3
- d. Employed by an incorporated dental practice but not a shareholder 4
- e. Employed by an unincorporated dental practice on a salary, commission, percentage or associate basis 5
- f. Other, please specify _____

6. Please answer the following about the time **YOU PERSONALLY** spent in the **PRIMARY PRACTICE** during 1981

- a. Total number of weeks worked (excluding vacation) _____ weeks

- b. Number of hours per week spent: **Hours
per week**

- Treating patients _____
- On laboratory procedures _____
- Filing prepayment forms _____
- Bookkeeping _____
- Professional reading _____
- Personal time (lunch, etc.) _____
- Other activities _____

TOTAL number of hours per week spent in the **PRIMARY PRACTICE** _____

- c. During a typical week, what percentage of your time treating patients in the **PRIMARY PRACTICE** was devoted to each of the following procedures? (If none, please write in zero.)

	Percent of Time per Week
Diagnostic (exams, x-rays, etc.)	_____ %
Preventive (fluoride treatments, prophylaxis, patient education, etc.)	_____ %
Operative (restorations, amalgams, inlays, etc.)	_____ %
Prosthodontic	_____ %
Endodontic	_____ %
Periodontic	_____ %
Orthodontic	_____ %
Oral and maxillofacial surgery	_____ %
General services (anesthesia, patient management, counseling, miscellaneous)	_____ %
TOTAL	100%

7. In the **PRIMARY PRACTICE** during 1981, estimate the percentage of time you spent treating patients using the technique of four-handed dentistry %

8. Please indicate the following regarding patient care that **YOU PERSONALLY** provided in the **PRIMARY PRACTICE** during 1981.

The average number of:

- a. **APPOINTMENTS SCHEDULED** per week
(**EXCLUDING** those with hygienist appointments only)
appointments
per week
- b. **WALK-IN VISITS** per week that **YOU** treated
(i.e., non-emergency and no appointment
scheduled)
visits per week
- c. **EMERGENCY VISITS** per week that **YOU**
treated (i.e., no appointment scheduled)
visits per week
- d. **SCHEDULED VISITS** per week that **YOU**
ACTUALLY treated (**EXCLUDING** those with
hygienist appointments only)
visits per week
- e. **TOTAL VISITS** per week (sum of b, c and
d above)
TOTAL VISITS

9. During the entire year of 1981, indicate the **TOTAL** number of **DIFFERENT PATIENTS** **YOU TREATED** in the **PRIMARY PRACTICE**.
different patients

ENTIRE PRIMARY PRACTICE CHARACTERISTICS

10. What was the zip code of your **PRIMARY PRACTICE** during 1981? zip code

11. **INCLUDING YOURSELF**, please indicate the number of full- or part-time **DENTIST POSITIONS** in the **ENTIRE PRIMARY PRACTICE** during 1981. (If none, please write in zero.)

NOTE: Full-time is considered 32 hours or more per week.
Part-time, less than 32 hours per week.

- | | Number of
Dentist Positions |
|---|--------------------------------|
| a. Number of OWNER dentists (i.e., sole proprietor, partners, or shareholders) | _____ |
| b. Number of NON-OWNER dentists
(i.e., employed dentists, associates, and non-shareholders) | _____ |

12. **INCLUDING YOURSELF**, please indicate the number of full- and part-time **DENTIST POSITIONS** in each of the following practice areas in the **PRIMARY PRACTICE** during 1981.

- | | Number of
Dentist Positions | |
|---|--------------------------------|-----------|
| | full-time | part-time |
| a. General practice | _____ | _____ |
| b. Oral and maxillofacial surgery | _____ | _____ |
| c. Endodontics | _____ | _____ |
| d. Orthodontics | _____ | _____ |
| e. Pedodontics | _____ | _____ |
| f. Periodontics | _____ | _____ |
| g. Prosthodontics | _____ | _____ |
| h. Oral pathology | _____ | _____ |
| i. Public health | _____ | _____ |
| j. Other, please specify | _____ | _____ |

13. Please indicate the number of full- and part-time **EMPLOYEE POSITIONS** in the **PRIMARY PRACTICE** during 1981. (If none, please write in zero.)

NOTE: A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

- | | Number of
Employee Positions | |
|--|---------------------------------|-----------|
| | full-time | part-time |
| a. Dental hygienist(s) | _____ | _____ |
| b. Chairside assistant(s) | _____ | _____ |
| c. Secretary / Receptionist(s) | _____ | _____ |
| d. Dental laboratory technician(s) | _____ | _____ |
| e. Bookkeeper, business personnel | _____ | _____ |
| f. Other, please specify | _____ | _____ |

14. Please provide the following for **EACH EMPLOYEE** in the **ENTIRE PRIMARY PRACTICE** during 1981. If the practice did not employ someone in these positions, please check the appropriate box in the first column.

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	Not appli- cable (Please check boxes)	Weekly Salary/ Commission (in dollars)	Hours Worked per Week	Patient Visits per Week	Length of Experience PRIOR to Employment in this Practice		Length of Employment in this Practice	
EMPLOYED DENTIST(S): (non-owner)								
Position # 1	☐	\$ _____ .00	_____	_____	_____	_____	_____	_____
Position # 2	☐	\$ _____ .00	_____	_____	_____	_____	_____	_____
Position # 3	☐	\$ _____ .00	_____	_____	_____	_____	_____	_____
			hours	visits	years	months	years	months
CHAIRSIDE ASSISTANT(S):								
Position # 1	☐	\$ _____ .00	_____		_____	_____	_____	_____
Position # 2	☐	\$ _____ .00	_____		_____	_____	_____	_____
Position # 3	☐	\$ _____ .00	_____		_____	_____	_____	_____
Position # 4	☐	\$ _____ .00	_____		_____	_____	_____	_____
			hours		years	months	years	months
DENTAL HYGIENIST(S):								
Position # 1	☐	\$ _____ .00	_____	_____	_____	_____	_____	_____
Position # 2	☐	\$ _____ .00	_____	_____	_____	_____	_____	_____
Position # 3	☐	\$ _____ .00	_____	_____	_____	_____	_____	_____
			hours	visits	years	months	years	months
SECRETARY/RECEPTIONIST(S):								
Position # 1	☐	\$ _____ .00	_____		_____	_____	_____	_____
Position # 2	☐	\$ _____ .00	_____		_____	_____	_____	_____
Position # 3	☐	\$ _____ .00	_____		_____	_____	_____	_____
			hours		years	months	years	months
LABORATORY TECHNICIAN(S):								
Position # 1	☐	\$ _____ .00	_____		_____	_____	_____	_____
Position # 2	☐	\$ _____ .00	_____		_____	_____	_____	_____
			hours		years	months	years	months
BOOKKEEPING/BUSINESS PERSONNEL:								
Position # 1	☐	\$ _____ .00	_____		_____	_____	_____	_____
Position # 2	☐	\$ _____ .00	_____		_____	_____	_____	_____
			hours		years	months	years	months

Please use the following space to provide information for **ALL** additional personnel **NOT INCLUDED ABOVE**.

_____	\$ _____ .00	_____	_____	_____	_____	_____	_____	_____
_____	\$ _____ .00	_____	_____	_____	_____	_____	_____	_____
_____	\$ _____ .00	_____	_____	_____	_____	_____	_____	_____
_____	\$ _____ .00	_____	_____	_____	_____	_____	_____	_____
		hours	visits	years	months	years	months	

15. In the **PRIMARY PRACTICE** during 1981, indicate whether or not and to whom the following procedures were usually delegated by circling one number for each procedure listed.

	Not Delegated	Hygienist(s) Only	Assistant(s) Only	Assistant(s) and Hygienist(s)	Not Performed in this Office
a. Taking impressions for study casts . . .	1	2	3	4	5
b. Polishing coronal surfaces of teeth . . .	1	2	3	4	5
c. Placing and finishing resin and composite restorations	1	2	3	4	5
d. Administering local anesthetic agents	1	2	3	4	5
e. Administering nitrous oxide/oxygen . .	1	2	3	4	5
f. Applying etching agents and pit and fissure sealants	1	2	3	4	5

16. In the **PRIMARY PRACTICE** during 1981, please provide the following information for each procedure listed below. If the procedure was not done, please check the appropriate box in the first column.

	NOT DONE (Please check boxes.)	Average Dentist Time to Complete the Procedure (minutes)	Usual Fee (if you typically provided the service free of charge, please write in zero)
a. Periodic oral examination (excluding radiographs)	☐	_____	\$_____00
b. Bitewing radiographs, four films	☐	_____	\$_____00
c. Dental prophylaxis, for adults	☐	_____	\$_____00
d. Amalgam restoration, one surface, permanent (including polishing)	☐	_____	\$_____00
e. Amalgam restoration, two surfaces, permanent (including polishing)	☐	_____	\$_____00
f. Amalgam restoration, three surfaces, permanent (including polishing)	☐	_____	\$_____00
g. Gold crown (full cast), single restoration	☐	_____	\$_____00
h. Root canal therapy (including treatment plan, clinical procedures and follow-up care), anterior, excluding final restoration	☐	_____	\$_____00
i. Complete upper acrylic-base denture, including six-months post-delivery care	☐	_____	\$_____00
j. Extraction (including local anesthesia and postoperative care), single tooth	☐	_____	\$_____00

17. In the **ENTIRE PRIMARY PRACTICE** during 1981

- a. What was the total number of operatories? _____ operatories
- b. How many of these were fully-equipped operatories (i.e., where a dentist can perform at least restorative dentistry)? _____ operatories
- c. What was the total number of:
- high-speed drill units? _____ units
- low-speed drill units? _____ units
- d. What was the total square feet of office space? _____ square feet

18. Did the **PRIMARY PRACTICE** operate its own dental laboratory during 1981?

Yes _____ 1

No _____ 2

- 19a. Did the **PRIMARY PRACTICE** utilize computer processing services during 1981?

Yes _____ 1

No (Skip to Question #20) _____ 2

- b. Were these computer services provided by an

In-house computer _____ 1

Outside computer service _____ 2

Other, please specify _____

- c. For which of the following functions was a computer utilized? (Please circle as many as apply.)

Patient accounting and billing _____ 1

Maintaining expense records _____ 2

Processing insurance forms _____ 3

Maintaining treatment records _____ 4

Diagnosis and monitoring of treatment _____ 5

Scheduling patients _____ 6

Other, please specify _____

20. Were any of the following items of equipment utilized by the **PRIMARY PRACTICE** during 1981? (Please respond for each item of equipment.)

	Yes	No
a. Composite light curing unit	1	2
b. High speed air handpiece with fiber optics	1	2
c. Panoramic x-ray unit	1	2
d. Ultrasonic or sonic scaling unit	1	2
e. Electrosurgical unit	1	2
f. Nitrous oxide analgesia equipment	1	2

21. Which of the following methods were used to advertise the dental services of the **PRIMARY PRACTICE** in 1981? (Please indicate dollar amounts or check box if the practice did not advertise in 1981.) If none, write in zero.

No advertising during 1981 (Please check box.) ☐

a. Telephone Yellow Pages listing	\$	00
b. Telephone Yellow Pages display ad	\$	00
c. Newspaper advertisement	\$	00
d. Magazine advertisement	\$	00
e. Radio commercial	\$	00
f. Television commercial	\$	00
g. Other, please specify	\$	00

22. Which of the following **BEST** describes your **PRIMARY PRACTICE** location during 1981?

a. Metropolitan area with a population greater than 500,000:	
central city location	1
suburban location	2
b. Metropolitan area with a population between 100,000 and 500,000:	
central city location	3
suburban location	4
c. City of 50,000-100,000 population	5
d. City of 20,000-49,999 population	6
e. Rural (less than 20,000 population)	7

23. Which of the following **BEST** describes the building where the **PRIMARY PRACTICE** was located during 1981?

a. Home	1
b. Professional building	2
c. Commercial building	3
d. Other, please specify	

24. Was the building where the **PRIMARY PRACTICE** was located during 1981 in a shopping center?

Yes	1
No	2

25. Do any of the following characterize the **PRIMARY PRACTICE** where you worked in 1981? (Please circle as many as apply.)

a. Retail or drug store location	1
b. Franchise (practice marketed under a trade name)	2
c. Health Maintenance Organization dental component	3
d. Individual Practice Association	4
e. Corporate (company-owned and operated dental facilities)	5
f. None of the above	6

26. Please provide the following regarding hygienist(s) appointments and visits in the **ENTIRE PRIMARY PRACTICE** during 1981:

71

The average number of: **Hygienist(s)**

a. APPOINTMENTS SCHEDULED per week primarily for hygienist(s) treatment	appointments per week
b. SCHEDULED VISITS per week that were actually treated by the hygienist(s)	visits per week

If you were a solo practitioner, during 1981, please skip to question #29.

27. Please indicate the following regarding patient care by the **ENTIRE PRIMARY PRACTICE** during 1981:

The average number of: **Entire Practice**

a. APPOINTMENTS SCHEDULED per week (EXCLUDING those with hygienist appointments only)	appointments per week
b. WALK-IN VISITS per week that were treated (i.e., non-emergency and no appointment scheduled)	visits per week
c. EMERGENCY VISITS per week (i.e., no appointment scheduled)	visits per week
d. SCHEDULED VISITS per week that were ACTUALLY treated (EXCLUDING those with hygienist appointments only)	visits per week
e. TOTAL VISITS per week (sum of b,c, and d above)	TOTAL VISITS

28. During the entire year of 1981, indicate the **TOTAL** number of **DIFFERENT PATIENTS** treated by the **PRIMARY PRACTICE**

different patients

29. During a typical week about how many **NEW PATIENTS** were treated in the **ENTIRE PRIMARY PRACTICE** where you practiced in 1981? (If none, please write in zero and skip to Question #31.)

new patients

30. For 1981, please indicate the percentage of **NEW PATIENTS** from the following sources. (If none, please write in zero.)

Entire Practice Sources of New Patients

a. Other dentists:	
General practitioners	%
Specialists	%
b. Patients	%
c. Dental referral service	%
d. Other professionals (e.g., M.D.'s)	%
e. Direct mail or commercial advertising (TV, radio, newspaper, etc.)	%
f. Capitation closed panel contracts	%
g. Other, please specify	%
	TOTAL 100%

31. For the **ENTIRE PRIMARY PRACTICE** during 1981, how long did an average patient of record and average new patient have to **WAIT**:

	Entire Practice Waiting Time	
	patient of record	new patient
a. for the INITIAL APPOINTMENT of a series (excluding emergency cases)	_____	_____
	days	
b. to see a dentist AFTER the patient arrived for a SCHEDULED APPOINTMENT	_____	_____
	minutes	

32. Approximately what percentage of the patients who visited the primary practice:

	Entire Practice Patient Characteristics	
a. were:		
14 years of age or younger	_____	%
15 to 64 years of age	_____	%
65 years of age or older	_____	%
	TOTAL	100%
b. were members of families whose annual income is estimated to be:		
under \$10,000	_____	%
\$10,000 to 29,999	_____	%
\$30,000 or more	_____	%
	TOTAL	100%
c. were within:		
1-10 minute drive or transportation	_____	%
11-40 minute drive or transportation	_____	%
over 40 minute drive or transportation	_____	%
	TOTAL	100%

(NOTE: Questions 32d, e, f do not necessarily total 100%.)

- d. were covered by a:
- private insurance program that pays or partially pays for their dental care
- public assistance program that pays or partially pays for their dental care
- e. were physically handicapped and / or mentally handicapped
- f. were members of a racial minority

33. Which **ONE** of the following best describes the **ENTIRE PRIMARY PRACTICE** during 1981?

	Entire Practice Busyness
a. Too busy to treat all people requesting appointments	1
b. Provided care to all who requested appointments but the practice was overworked	2
c. Provided care to all who requested appointments and the practice was not overworked	3
d. Not busy enough, the practice could have treated more patients	4

- 34a. Of the 52 weeks in 1981, how many weeks was the **PRIMARY PRACTICE** scheduled to be open (not including emergency cases) to provide care to patients?

weeks

- b. Please indicate the **TOTAL** hours the **PRIMARY PRACTICE** was usually open to provide care to patients **ON A DAILY BASIS**. (If the practice was not open on a particular day, please write zero in **BOTH** columns.)

NOTE: The sum of the two columns should equal the **TOTAL** number of hours per week that the **PRIMARY PRACTICE** was usually open to provide care to patients during 1981.

	TOTAL OFFICE HOURS Number of hours open:	
	6:00 a.m. to 6:00 p.m.	after 6:00 p.m.
Sunday	_____	_____
Monday	_____	_____
Tuesday	_____	_____
Wednesday	_____	_____
Thursday	_____	_____
Friday	_____	_____
Saturday	_____	_____
TOTAL	_____	_____

35. What was **YOUR** 1981 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

	Net Income
a. Your primary practice	\$ _____ 00
b. Your secondary practice (if applicable)	\$ _____ 00
c. Other income from dentistry (i.e., teaching, research, other practice income, etc.)	\$ _____ 00

- 36a. What was the **GROSS INCOME** for the **ENTIRE PRIMARY PRACTICE** during 1981?

Gross Income
\$ _____ 00

- b. What percentage of the **GROSS RECEIPTS** were received (if none, please write in zero.)

	Gross Receipts
as direct patient payment	_____ %
as payment from government programs (e.g., Medicare, Medicaid, or other public insurance.)	_____ %
as direct payment from private insurance carriers	_____ %
from other sources of payment, please specify	_____ %
TOTAL	100%

37. For each item below, what were the **TOTAL PROFESSIONAL EXPENSES** for the **ENTIRE PRIMARY PRACTICE** during 1981? (If no expenses were incurred for specific items, please write in zero.)

	Expenses
a. Yearly rent	\$ 00
b. Yearly mortgage (including interest)	\$ 00
c. Total salaries, wages and commissions of non-dentist employees	\$ 00
d. Total salaries, wages and commissions of employed dentists (EXCLUDE salaries of owner dentists or shareholders of incorporated practices)	\$ 00
e. Total salaries, wages, and commissions of officers/shareholder dentists (FOR INCORPORATED PRACTICES ONLY)	\$ 00
f. Employee benefits of personnel, not included in salaries, (e.g., insurance, pensions, etc.)	\$ 00
g. General office supplies	\$ 00
h. Dental supplies	\$ 00
i. Commercial dental laboratory charges	\$ 00
j. Advertising expenses	\$ 00
k. Annual depreciation costs of dental and office equipment	\$ 00
l. Taxes on business and business property	\$ 00
m. Repairs of dental equipment or office	\$ 00
n. Insurance related to dental office (liability, fire, etc.)	\$ 00
o. Legal and professional fees	\$ 00
p. Professional liability (malpractice insurance)	\$ 00
q. Interest on business indebtedness (excluding mortgage)	\$ 00
r. Drugs	\$ 00
s. Utilities (telephone, electricity, etc.)	\$ 00
t. Professional expenses (travel to meetings, society dues, etc.)	\$ 00
u. Bad debts	\$ 00
v. Other, please specify	\$ 00
TOTAL PROFESSIONAL EXPENSES	\$ 00

38. Indicate the **NET CHANGE** in the number of **PERSONNEL** working at your **PRIMARY PRACTICE** during 1981 (i.e., the number who **FIRST BEGAN EMPLOYMENT** in the practice **MINUS** the number who **LEFT THE PRACTICE** during the year). Please write in the net change or check the appropriate box in the first column.

	NO CHANGE (Please check boxes.)	Net Increase of:	OR	Net Decrease of:
a. Dentists	☐	_____		_____
b. Non-dentist personnel	☐	_____		_____

39. Indicate the **EXPECTED NET CHANGE** during 1982 for each of the following categories in the **PRIMARY PRACTICE**. (Please write in the expected change or check the appropriate box in the first column.)

	NO CHANGE (Please check boxes.)	Expect Net Increase of:	OR	Expect Net Decrease of:
a. Dentists	☐	_____		_____
b. Non-dentist personnel	☐	_____		_____

40. Indicate the **PERCENTAGE CHANGE EXPECTED** during 1982 (when compared with 1981) for each of the following categories in the **PRIMARY PRACTICE**. (Please write in the percentage change or check the appropriate box in the first column.)

	NO CHANGE (Please check boxes.)	Expect Net Increase of:	OR	Expect Net Decrease of:
a. Patient visits	☐	_____ %		_____ %
b. New patients	☐	_____ %		_____ %
c. Gross revenues	☐	_____ %		_____ %
d. Total operating costs	☐	_____ %		_____ %
e. Expenditures on new dental equipment	☐	_____ %		_____ %

41. During 1981, what did the **ENTIRE PRIMARY PRACTICE** spend on:

a. new or used dental equipment (NOT INCLUDING replacement of worn-out equipment or repairs)	\$ 00
b. expansion of office facilities (NOT INCLUDING maintenance or basic repairs)	\$ 00

Questions 42 and 43 should **ONLY** be answered by those dentists who have remained in the **SAME PRIMARY PRACTICE** during **BOTH** 1980 and 1981. Otherwise, skip to the Secondary Practice Section beginning with Question #44.

42. What was the estimated value of the total assets (i.e., dental office, equipment, inventory, accounts receivable, cash, etc.) of the primary practice on:

December 31, 1980	\$ 00
December 31, 1981	\$ 00

43. What was the estimated value of the total liabilities (i.e., outstanding loans, accounts payable, etc.) of the primary practice on:

December 31, 1980	\$ 00
December 31, 1981	\$ 00

SECONDARY PRACTICE CHARACTERISTICS

If you worked in a **SECONDARY PRIVATE PRACTICE** during 1981, please complete the following **SECONDARY PRACTICE** section.

If you changed secondary practices during 1981, please give information on the practice in which you treated patients for the greatest number of months. If you practiced in two or more secondary practices at the same time, please give information on the practice in which you treated patients for the greatest number of hours per week.

If you were **NOT INVOLVED WITH A SECONDARY PRACTICE**, please return the questionnaire in the envelope provided. Thank you for your assistance.

44. What was the zip code of your **SECONDARY PRACTICE** during 1981? _____
zip code

45. In what year did you **FIRST** become associated with the **SECONDARY PRACTICE** where you practiced during 1981? _____ 19____

46. Which **ONE** of the following **BEST** describes your employment status in that **SECONDARY PRACTICE** during 1981?

- | | |
|---|---|
| a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice | 1 |
| b. Partner in complete partnership | 2 |
| c. Shareholder in an incorporated dental practice .. | 3 |
| d. Employed by an incorporated dental practice but not a shareholder | 4 |
| e. Employed by an unincorporated dental practice on a salary, commission, percentage or associate basis | 5 |
| f. Other, please specify | |

47. Please answer the following about the time **YOU PERSONALLY** spent in your **SECONDARY PRACTICE** during 1981

- | | | |
|---|-------|----------------|
| a. Total number of weeks worked (excluding vacation) | _____ | weeks |
| b. Total number of HOURS PER WEEK spent in the practice | _____ | hours per week |
| c. Number of hours per week spent TREATING PATIENTS in the practice .. | _____ | hours per week |

48. What was the total number of operatories in the **ENTIRE SECONDARY PRACTICE**? _____
operatories

49. Please indicate the following regarding patient care that **YOU PERSONALLY PROVIDED** in your **SECONDARY PRACTICE** during 1981:

The average number of:

- | | | |
|---|-------|-----------------------|
| a. APPOINTMENTS SCHEDULED PER WEEK (EXCLUDING those with hygienist appointments only) | _____ | appointments per week |
| b. WALK-IN VISITS per week that YOU treated (i.e., non-emergency and no appointment scheduled) | _____ | visits per week |
| c. EMERGENCY VISITS per week that YOU treated (i.e., no appointment scheduled) | _____ | visits per week |
| d. SCHEDULED VISITS per week that YOU ACTUALLY treated (EXCLUDING those with hygienist appointments only) | _____ | visits per week |
| e. TOTAL VISITS per week (sum of b, c and d above) | _____ | TOTAL VISITS |

50. In the **ENTIRE SECONDARY PRACTICE**, please indicate the number of full- (32 hours or more) and part-time (less than 32 hours) **POSITIONS** in each of the following categories.

- | | Number of positions | |
|----------------------------------|---------------------|-----------|
| | full-time | part-time |
| a. Dentists: (INCLUDE yourself.) | | |
| General practitioners | _____ | _____ |
| Specialist(s) | _____ | _____ |
| b. Dental auxiliaries: | | |
| Hygienist(s) | _____ | _____ |
| Chairside assistant(s) | _____ | _____ |

51. Did any of the following characterize your **SECONDARY PRACTICE** during 1981? (Please circle as many as apply.)

- | | |
|---|---|
| a. Retail or drug store location | 1 |
| b. Franchise (practice marketed under a trade name) .. | 2 |
| c. Health Maintenance Organization dental component .. | 3 |
| d. Individual Practice Association | 4 |
| e. Corporate (company-owned and operated dental facilities) | 5 |
| f. None of the above | 6 |

If you were in private practice as a Secondary Occupation only, please continue. Otherwise, please return the questionnaire in the envelope provided.

52. What was **YOUR** net income (after practice expenses and business taxes) for: (Please include salary, commission, and/or dividends.)

- | | Net Income |
|---|-------------|
| a. Your secondary practice only | \$ _____ 00 |
| b. Other income from dentistry (i.e. teaching, research, other practice income, etc.) | \$ _____ 00 |

Thank you for your assistance in this important research project. Please return this questionnaire in the envelope provided.



1982 SURVEY OF DENTAL PRACTICE

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following best describes your primary and or secondary occupation(s) during 1981? (Please circle a response for **EACH** column.)

	Primary Occupation	Secondary Occupation
a. Private practice (full- or part-time)	00	00
b. Dental school faculty/Staff member	01	01
c. Armed Forces	02	02
d. Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/Resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member	08	08
j. Not in practice/Retired	09	09
k. Occupation unrelated to dentistry	10	10
l. NO SECONDARY OCCUPATION	—	11

3. Which **ONE** of the following **BEST** describes your employment status when you **FIRST** became associated with that practice?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in complete partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed by an incorporated dental practice but not a shareholder	4	4
e. Employed by an unincorporated dental practice on a salary, commission, percentage or associate basis	5	5
f. Other, please specify _____		

4. Which **ONE** of the following **BEST** describes your employment status in the practice(s) during 1981?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed by an incorporated dental practice but not a shareholder	4	4
e. Employed by an unincorporated dental practice on a salary, commission, percentage or associate basis	5	5
f. Other, please specify _____		

Please complete the remainder of this questionnaire if you were in **PRIVATE PRACTICE** during **ANY PART** of 1981 as:

1. a **PRIMARY** occupation **OR**
2. a **SECONDARY** occupation **OR**
3. both a **PRIMARY** and **SECONDARY** occupation

If you were **NOT INVOLVED** in the **PRIVATE PRACTICE** of dentistry during any part of 1981, please return the questionnaire. Thank you.

INDIVIDUAL DENTIST QUESTIONS

The following questions pertain to you as an individual private practitioner. **PLEASE** answer all questions concerning 1981 primary and secondary practice(s).

If you changed primary or secondary practices during 1981, please give information on the practice(s) in which you treated patients for the greatest number of months.

If you did **NOT** have both a primary and a secondary practice, leave the appropriate response unanswered.

2. In what year did you **FIRST** become associated with the primary/secondary practice where you practiced in 1981?
- | Primary
Practice | Secondary
Practice |
|---------------------|-----------------------|
| 19 | 19 |

5. What was the zip code of your practice(s) during 1981?
- zip code _____

6. Please answer the following about the time **YOU PERSONALLY** spent in the practice(s) during 1981:

	Primary Practice	Secondary Practice
a. Total number of weeks worked (excluding vacation)		
	weeks	
b. Total number of HOURS PER WEEK spent in the practice		
	hours per week	
c. Number of hours per week spent TREATING PATIENTS in the practice		
	hours per week	

7. Please indicate the following regarding patient care that **YOU PERSONALLY** provided during 1981:

The average number of:	Primary Practice	Secondary Practice
a. APPOINTMENTS SCHEDULED per week (EXCLUDING those with hygienist appointments only)	_____	_____
	appointments per week	
b. WALK-IN VISITS per week that YOU treated (i.e., non-emergency and no appointment scheduled)	_____	_____
	visits per week	
c. EMERGENCY VISITS per week that YOU treated (i.e., no appointment scheduled)	_____	_____
	visits per week	
d. SCHEDULED VISITS per week that YOU ACTUALLY treated (EXCLUDING those with hygienist appointments only)	_____	_____
	visits per week	
e. TOTAL VISITS per week (sum of b, c and d above)	_____	_____
	TOTAL VISITS	

8. What was **YOUR** 1981 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

	Net Income
a. Your primary practice	\$ _____ 00
b. Your secondary practice (if applicable)	\$ _____ 00
c. Other income from dentistry (i.e. teaching, research, other practice income, etc.)	\$ _____ 00

If you were in private practice as a **PRIMARY OCCUPATION** during 1981, please continue.

If you were **NOT** in private practice as a **PRIMARY OCCUPATION** during 1981, **DO NOT CONTINUE**. Please return the questionnaire. Thank you.

ENTIRE PRIMARY PRACTICE CHARACTERISTICS

9. INCLUDING YOURSELF, please indicate the number of full- or part-time **DENTIST POSITIONS** in the **ENTIRE PRIMARY PRACTICE** during 1981. (If none, please write in zero.)

	Number of Dentist Positions
a. Number of OWNER dentists (i.e., sole proprietor, partners, or shareholders)	_____
b. Number of NON-OWNER dentists (i.e., employed dentists, associates, and non-shareholders)	_____

10. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **EMPLOYEE POSITIONS** in the **PRIMARY PRACTICE** during 1981. (If none, please write in zero.)

NOTE: A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

	Number of Employee Positions	
	full-time	part-time
a. Dental hygienist(s)	_____	_____
b. Chairside assistant(s)	_____	_____
c. Secretary / Receptionist(s)	_____	_____
d. Dental laboratory technician(s)	_____	_____
e. Bookkeeper / business personnel	_____	_____
f. Other, please specify	_____	_____

11. Please provide the following for **NO MORE THAN TWO (2) EMPLOYEES OF EACH TYPE** in the **ENTIRE PRIMARY PRACTICE** during 1981. If the practice did not employ someone in these positions or did not employ a second position, please check the appropriate box in the first column.

	Not applicable (please check boxes)	Weekly Salary/Commission (in dollars)	Hours Worked per Week	Patient Visits per Week	Length of Experience PRIOR to Employment in this Practice	Length of Employment in this Practice
a. EMPLOYED DENTIST(S): (non-owner)						
Position # 1	☐	\$ _____ 00	_____	_____	_____	_____
Position # 2	☐	\$ _____ 00	hours	visits	years	months
b. CHAIRSIDE ASSISTANT(S)						
Position # 1	☐	\$ _____ 00	_____		_____	_____
Position # 2	☐	\$ _____ 00	hours	_____	years	months
c. DENTAL HYGIENIST(S)						
Position # 1	☐	\$ _____ 00	_____	_____	_____	_____
Position # 2	☐	\$ _____ 00	hours	visits	years	months

12. Please provide the following regarding hygienist(s) appointments and visits in the **ENTIRE PRIMARY PRACTICE** during 1981:

The average number of: **Hygienist(s)**

a. **APPOINTMENTS SCHEDULED** per week
primarily for hygienist(s) treatment
appointments
per week

b. **SCHEDULED VISITS** per week that
were actually treated by the hygienist(s)
visits per week

If you were a solo practitioner, during 1981, please skip to question 14

13. Please indicate the following regarding patient care by the **ENTIRE PRIMARY PRACTICE** during 1981:

Entire Practice

The average number of:

a. **APPOINTMENTS SCHEDULED** per week
(**EXCLUDING** those with hygienist appointments only)
appointments
per week

b. **WALK-IN VISITS** per week that were
treated (i.e., non-emergency and no appointment scheduled)
visits per week

c. **EMERGENCY VISITS** per week
(i.e., no appointment scheduled)
visits per week

d. **SCHEDULED VISITS** per week that were
ACTUALLY treated (**EXCLUDING** those
with hygienist appointments only)
visits per week

e. **TOTAL VISITS** per week
(sum of b, c, and d above)
TOTAL VISITS

TOTAL VISITS

**Entire Practice
Patient
Characteristics**

14. Approximately what percentage of the patients who visited the primary practice

a. were

14 years of age or younger%

15 to 64 years of age%

65 years of age or older%

TOTAL 100%

b. were members of families whose annual income is estimated to be:

under \$10,000%

\$10,000 to 29,999%

\$30,000 or more%

TOTAL 100%

c. were covered by a:

private insurance program that pays or partially pays for their dental care%

public assistance program that pays or partially pays for their dental care%

d. were physically handicapped and/or mentally handicapped%

e. were members of a racial minority%

15. For the **ENTIRE PRIMARY PRACTICE** during 1981, how long did an average **patient of record** and average **new patient** have to **WAIT**:

**Entire Practice
Waiting Time**

patient of record new patient

a. for the **INITIAL APPOINTMENT** of a series (excluding emergency cases)
days

b. to see a dentist **AFTER** the patient arrived for a **SCHEDULED APPOINTMENT**
minutes

16. a. What was the total number of operatories in the **ENTIRE PRIMARY PRACTICE**?

b. How many of these were fully equipped operatories (i.e., where a dentist can perform at least restorative dentistry)?

operatories

17. What was the **GROSS INCOME** for the **ENTIRE PRIMARY PRACTICE** during 1981?

Gross income

\$ 00

18. What percentage of the **GROSS RECEIPTS** were received (if none, please write in zero)?

Gross Receipts

a. as direct patient payment%

b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance)%

c. as direct payment from private insurance carriers%

d. from other sources of payment, please specify%

TOTAL 100%

19. What were the **TOTAL PROFESSIONAL EXPENSES** of operating the **ENTIRE PRIMARY PRACTICE** during 1981?

Expenses

\$ 00

20. For each item below, what were the **TOTAL PROFESSIONAL EXPENSES** for the **ENTIRE PRIMARY PRACTICE** during 1981? (If no expenses were incurred for specific items, please write in zero.)

Expenses

a. Yearly rent \$ 00

b. Yearly mortgage (including interest) \$ 00

c. Total salaries, wages and commissions of non-dentist employees \$ 00

d. Commercial dental laboratory charges \$ 00

e. Dental supplies \$ 00

f. Advertising expenses \$ 00

g. Bad debts \$ 00

Thank you for your assistance in this important research project. Please return this questionnaire by folding on the dotted line and placing tape as indicated. Drop it in the mail.